

# Nathan Goltz

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## CAREER OBJECTIVE:

Leverage my business education, selling and people skills into management career with a great company.

## WORK EXPERIENCE:

**Assisted Hospice Care**, West Covina, CA - November 2020, Hospice Specialist Sales Representative

Responsibilities include nurturing relationships with key referral sources in SNFs, hospitals, and physician offices to build trust and gain their business.

**Calstro Hospice**, Montclair, CA - June 2020 to October 2020, High Desert, Patient Advocate

Recruited to develop this new territory into a large enough revenue generator to warrant its own branch which I would have managed. Note: COVID-19 prevented my connecting with case managers.

**Sound Telemedicine**, Tacoma, WA - March 2020 to May 2020, Business Development Manager

Recruited by this new division of Sound Physicians to lead sales efforts in their western region focused on SNFs (Skilled Nursing Facilities). Note: COVID-19 struck simultaneous to my coming on board.

**Bridge Home Health and Hospice**, Ontario, CA - August 2019 to February 2020, Account Manager

Responsibilities were similar to my last three positions with an expanded territory.

**Mission Home Health / Hospice**, Ontario, CA - December 2017 to July 2019, Community Liaison

Sales representative for the Inland Empire. Handled community outreach, education, and marketing. Doubled my quota in 4<sup>th</sup> month on job.

**Mission Hospice**, South Pasadena, CA - September 2016 to November 2017, Territory Manager

Served as sales representative for this well-established agency, as well as an educator within the community on hospice services. Secured several key physicians and hospital accounts.

**Aegis Ambulance**, Monrovia, CA - February 2012 to July 2016, Sales Representative

Called on case managers, social workers, nursing directors in SNFs, hospitals, dialysis centers, and physician's offices. Secured over 50 accounts producing an average of 200 orders per month.

## EDUCATION:

**University of La Verne**, La Verne, CA - Bachelor of Arts in Organizational Management. Graduated Summa Cum Laude (3.9 GPA) 2018, Member Alpha Chi Honors Society.

**Budai University**, Katsura City, Japan - Attended April to August 2004, trained in both judo and kendo while studying Japanese language and culture.

## CERTIFICATIONS:

- CPR Certified Instructor - American Heart Association, 2014, taught 100+ classes
- Judo 5<sup>th</sup> Degree, Karate & Kendo 1<sup>st</sup> Degree Black Belt - US Junior Olympics Gold Medalist, 1995